

W. Taylor
2. Crow
3. Russo
4. Edwards
5. Cole

✓ DITTE
T. Purcell MF

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Philipp Brothers



DIVISION OF ENGELHARD MINERALS & CHEMICALS CORPORATION

299 PARK AVENUE NEW YORK, N.Y. 10017

April 25, 1974.

Mr. Patrick D. Hoey
Stauffer Chemical Co.
Westport, Conn. 06882.

SUBJECT : ZIRCON CONTRACT 57931-S

Dear Pat :

We discussed today our Zircon commitment to you.

We explained the present Zircon situation in Australia. According to our records, we presently have in Buffalo a total of 3,539 short tons of Zircon. Bill Phofl has now agreed with our records except that there is a slight possibility that there may be 3,639 tons.

We have agreed today to put at your disposal this total quantity at the contract terms and conditions. We have agreed also to waive any additional costs which were incurred by Philipp Brothers, through your not having taken this material as per original contractual shipping dates.

Provided you are physically able to lift the total material prior to June 15, 1974, we have agreed to invoice Stauffer for the total quantity at payment terms which will call for 20% of the invoice value payable each month, starting June 15 through November 15, 1974. The Zircon would become your property at your plant except that you will be provided with free payment terms.

We have agreed that Stauffer will let us know soonest about their requirements covering 1975 onward and that Phibro will be given preference on their procurement of this material.

Last, we would like to emphasize that Zircon is extremely short and that Stauffer's future requirements must be planned well ahead. While we cannot give you a definite idea about future pricing, you must surely figure a price of minimum \$425.00 per short ton delivered.

Best Regards .

Sincerely yours,

B. BOLLAG

SMC-789 0745

BB/mmb